

# **RJ REYNOLDS**

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610  
PROMOTIONAL COORDINATOR

8899 MAIN STREET  
WILLIAMSVILLE, NY 14221  
(716) 634-4179  
FAX (716) 634-3145

February 6, 1998

RJR Account #281200  
Ms. N. Hibbert  
HIBBERT & McGEE, INC.

**MARCH CTS: DORAL 1/2 CARTON PURCHASE / PROMOTION #800027**

Dear Nancy:

*DORAL pre-sleeved* product (6M) has been ordered for you to ship to participating retail accounts on the attached Customer List. Refer to the Customer List for specific product distribution.

<b>DORAL BRAND STYLES</b>	<b>#/ (6M) Cases</b>	<b>UPC Code</b>
<i>Light</i>	<u>4</u>	12300-24995
<i>Light 100</i>	<u>4</u>	12300-24996
<i>Full Flavor 100</i>	<u>4</u>	12300-24997
<i>Ultra Light 100</i>	<u>4</u>	12300-25051
<i>Light Menthol</i>	<u>2</u>	12300-24998
<i>Light Menthol 100</i>	<u>2</u>	12300-25050
<i>Full Flavor Box King</i>	<u>2</u>	12300-25055
<i>Light Box King</i>	<u>2</u>	12300-25056

Product Arrival:

March 2, 1998

Ship Date to Retail:

Week of: March 9, 1998

EFT \$ Amount:

\$7,374.76

**Promotion Description:**

'Pre-Sleeved' product will arrive in plain white cartons; two 5-pack sleeves per carton. Each 6M case contains 60 5-Pack offers. Ship designated quantity of sleeves to listed retail accounts.

51852 1894

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you \$6.00 per live 12M case for all product packed and shipped to retail on a timely basis. This equates to \$72.00 (12 (12M) case(s) @ \$6.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

*Judy*

J. Campbell  
Promotional Coordinator / 1610

/jc

cc: R. Tanchyk  
L. E. MacWilliams

Enclosure: Customer List  
Promotional Flyer

**Note to RJR Manager:**

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

D-HLFCTN.DOC

51852 1895

**DIRECT ACCOUNT CUSTOMER LIST****DORAL 1/2 CARTON PRE-SLEEVED PROMOTION #800027**

BRAND STYLES: DORAL LT / LT 100 / FF 100 / LT MEN / LT MEN 100 / ULT LT 100 / FF BOX 100 / LT BOX 100

RETAIL DISTRIBUTION DATE: MARCH 9, 1998

# CARTONS PER STYLE

**D O R A L**

S.REP	R/REP	SIS#	FULL NAME	ADDRESS	CITY	STATE	LT	LT 100	FF 100	ULT LT 100	LT MEN	LT MEN 100	FF BOX 100	LT BOX 100	VAP SIS#	VAP DIRECT ACCT NAME	DIR ACCT SUPPLIER #
162301	163829	717500	MCGREGOR'S PHARMACY	476 MAIN ST	WINOOSKI	VT	30	30	30	30	15	15	15	15	281200	HIBBERT & MCGEE INC	
163801	163827	679787	PAULS REDEMPTION CTR	RR #1/U.S. RTE. 5	DERBY	VT	30	30	30	30	15	15	15	15	281200	HIBBERT & MCGEE INC	132
163801	163828	334692	BEVERAGE BARON	19 GABLE PL	BARRE	VT	30	30	30	30	15	15	15	15	281200	HIBBERT & MCGEE INC	
163802	163829	289988	WEST ADDISON GENERAL	RT#17 & LAKE RD	WEST ADDISON	VT	30	30	30	30	15	15	15	15	281200	HIBBERT & MCGEE INC	2710
							4	4	4	4	2	2	2	2	TOTAL CASES		

# REAL DO

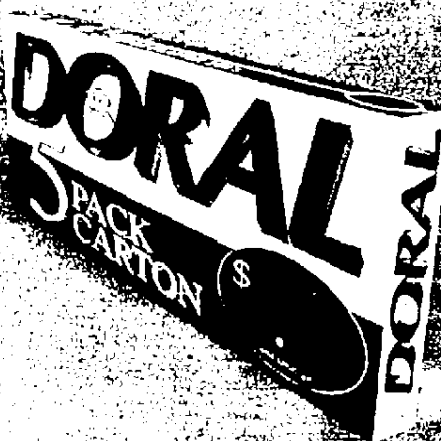
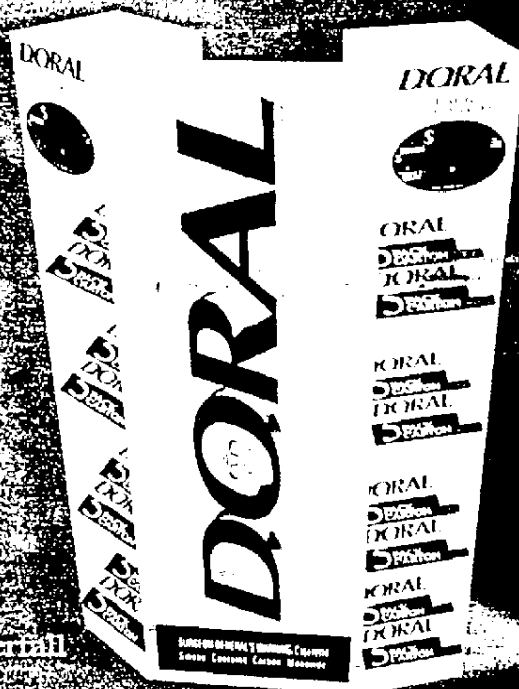
# Online Field Station Gives Students Another Way to Save!

**5 BACK CARDS**



**Dr. Gifford's Waterfall**

**Use for 5-Pack promotion**  
**Use 60 cards to use for regular cartons when 5-Pack**



**5-Pack Replica  
Dangler - Oversized**  
5-Pack Replica hangs from  
the ceiling over the unique  
floor display to call attention  
to this great new offer.  
Includes area for pricing.

51852 1897

©1988 R.J. REYNOLDS TOBACCO CO